

VISIT...

LANZAROTE
Caliente.COM

what will be **different**
in your sales world
at the end of 2006?

I'll prospect more.

We'll establish better personal relationships with our customers.

I'll be more attentive, invested and involved in the efforts of my team and customers.

We'll be completely prepared with our responses to key objections.

We'll ask for referrals more consistently.

I'll commit to perpetual optimism.

We'll commit to a solid sales process and follow through.

I'll be more patient with my team and customers.

I'll be more enthusiastic during sales calls.

I'll always sell value before price.

We'll always ask of ourselves "What additional sales opportunities exist?"

We'll ask better questions and listen more.

I'll ask for referrals throughout the sales process.

I'll network more.

I'll qualify prospects better.

I'll always confirm next action steps.

I'll complain less.

We'll always be able to communicate
with ease and confidence the solid
reasons someone should buy
from us over our competitors.



2006

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